



# GSA Networkx Transition Update

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January 5, 2009  
Bulletin Seven

## Introduction

This bulletin provides transition guidance information and status of issues related to the transition of services to the General Services Administration's (GSA) Federal Acquisition Service (FAS) Integrated Technology Services (ITS) Networkx contracts.

**Agency use of GSA Networkx Hosting Center Pricer** - Networkx contractors have recently protested Fair Opportunity decisions made by Agencies that have used the General Services Administration's (GSA) Networkx Hosting Center Pricer to assist them in making their decisions. One reason cited for some of these protests is that the Acquisition Improvement Accountability Act of May 28, 2008 requires a Statement of Work for Fair Opportunity decisions made for services valued at \$5 million or more. GSA does not agree that use of the Networkx Hosting Center Pricer is precluded by this statute. To the contrary, GSA strongly believes that statutory requirements are met when using the Pricer because Networkx prices have been pre-negotiated and are available for review by the Agency making the fair opportunity decision. In addition, the methodology for selecting a contractor to deliver services is outlined in the Networkx contracts.

The GSA Networkx Pricer is a web-based GSA-developed decision tool designed to assist Agencies in making Fair Opportunity decisions by comparing ten-year pricing from all of the Networkx contractors. While we believe the Pricer methodology satisfies FAR requirements and the provisions of the Acquisition Improvement Accountability Act, we also believe that a standardized template designed to ensure full compliance with the requirements of the Fair Opportunity process would be useful to Agencies. Accordingly, we have developed a template that, if followed, will ensure full compliance with Fair Opportunity requirements and make it highly unlikely that a Networkx contractor will have legitimate grounds to protest an Agency Fair Opportunity decision, including decisions for service packages valued at \$5 million or more.

This template includes a format for Agencies to advise Universal or Enterprise Networkx contractors of their intent to make a Fair Opportunity decision based on the prices listed in the GSA Agency Pricer. Furthermore, the template advises the Networkx contractors to notify GSA if they are aware of inaccuracies in their respective Contract Line Item (CLIN) pricing. In addition, this template will provide other information to the Networkx contractors to ensure they are fully aware of the Agency's intended actions. The Networkx contracts will be modified to incorporate use of this template and it will also be added to the Networkx Fair Opportunity and Statement of Work Guide.

GSA continues to encourage the use of the Pricer to complete Fair Opportunity decisions in an effort to quickly move the Networkx transition forward. We firmly believe the use of this template will reduce the risk of delays resulting from protests and contribute to a smooth and expeditious Fair Opportunity process.

GSA Networkx Transition Update, *continued*

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January 5, 2009

**GSA Assistance** - For Networkx-related questions and assistance contact GSA's Help Desk at 866-472-0274 or [networkx.support@gsa.gov](mailto:networkx.support@gsa.gov) or obtain information to contact your Technology Service Manager at [www.gsa.gov/gam](http://www.gsa.gov/gam).

A handwritten signature in black ink, appearing to read 'Karl Krumbholz', written in a cursive style.

Karl Krumbholz, Director  
Network Services Programs  
Information Technology Services  
General Services Administration

### **Fair Opportunity Notice Template**

Date

Networkx Vendor POC's Name

POC's Title

Networkx Vendor Company Name

Networkx Vendor Street Address

Networkx Vendor City, State, and Zip

Dear \_\_\_\_\_:

The {insert name of ordering Agency} is in the process of conducting a Networkx Fair Opportunity using the Networkx Pricer, as provided in the Networkx contract at § G.4.2. The anticipated date of uploading our requirement into the Pricer is {insert date}.

The following requirement is being evaluated:

{i.e., insert locations, CLINs and access arrangements – this information may be included as an attachment if necessary}

This Fair Opportunity is being conducted with all of the Networkx {insert Universal or Enterprise, as applicable} vendors.

Award will be made on the basis of price alone, using the Networkx Pricer.

If the award exceeds \$5 million, a written debriefing will be provided.

As this requirement consists entirely of already priced CLINs, we are not seeking further information from the Networkx vendors, so no response is necessary on your part.

As always, if you are aware of any inaccuracies for any of your CLIN prices in the Networkx Pricer, it is incumbent upon you to bring that to GSA's attention as soon as possible.

Sincerely,

Agency Contracting Officer